

Message Text

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INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

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APPROVED BY EB/OCA/CM/JSIMMONS

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COM/BIC/OIM (INFO)

ARA/NC/TSONANDRES (INFO)

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P 132359Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: SIDOR PHASE III EXPANSION

REF: CARACAS 5370, STATE 115363

1. IN MEETING WITH USS ENGINEERS AND CONSULTANTS (UEC)

WE DISCUSSED THEIR INVOLVEMENT IN CURRENT SIDOR EXPANSION. UEC, IN A JOINT PROPOSAL WITH E. W. BLISS, IS BIDDING ON THE MODULE FOR SIX ELECTRIC FURNACES AND COMPLEMENTARY CONTINUOUS CASTERS. THE GERMANS ARE THE ONLY OTHER COMPETITOR ON THIS COMPONENT.

2. UEC INDICATES THE GERMAN GOVERNMENT IS EXERTING GREAT PRESSURE ON THE GOV IN SUPPORT OF THE GERMAN PROPOSAL AND THEY FEEL THEY MUST HAVE USG ASSISTANCE AND SUPPORT TO OFFSET IT IF THEY ARE TO WIN THE CONTRACT.

AS A RESULT WE SUGGESTED THEY CONTACT AMBASSADOR SHLAUDEMAN DURING THE NEXT PHASE OF NEGOTIATIONS TO BRIEF THE EMBASSY ON THEIR PROPOSAL TO ENABLE POST TO

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MAKE APPROPRIATE REPRESENTATIONS.

3. UEC INFORMS THAT THE NEXT PHASE OF THEIR DISCUSSIONS WILL BE HELD IN CARACAS JUNE 15 THRU JUNE 18. THEIR REPRESENTATIVE RUD GUTSHALL, VICE PRESIDENT, WOULD LIKE TO MEET WITH THE AMBASSADOR AND ECON/COM COUNSELOR ON JUNE 18. HE WILL CONTACT THE EMBASSY ON JUNE 16 TO MAKE THE NECESSARY ARRANGEMENTS.

4. WE RECOMMEND EMBASSY FULLY SUPPORT THE UEC PROPOSAL SINCE IT IS THE LARGEST COMPONENT OF

PHASE IV AND COULD REPRESENT A 500 MILLION DOLLAR EXPORT OF U.S. GOODS AND TECHNOLOGY. WE WOULD APPRECIATE REPORT ON GUTSHALL MEETING AS WELL ON EMBASSY PLANS FOR CAPITALIZING ON THIS OPPORTUNITY. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE139487
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/TJASPER/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750207-0717
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750650/aaaabtty.tel
Line Count: 78
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 CARACAS 5370, 75 STATE 115363
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 17 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 SEP 2003 by ElyME>; APPROVED <27 OCT 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SIDOR PHASE III EXPANSION
TAGS: BEXP, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006